# Procurement Readiness – Doing Business with the Navy and Marine Corps

# November 4, 2020
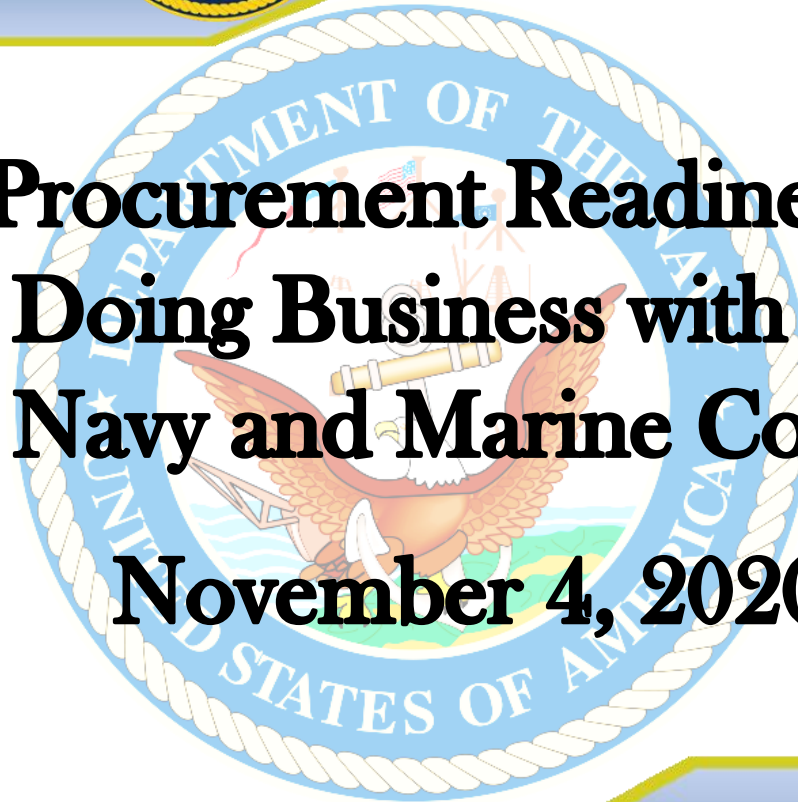
Mr. Jimmy Smith
Director,
DON Office of Small Business Programs
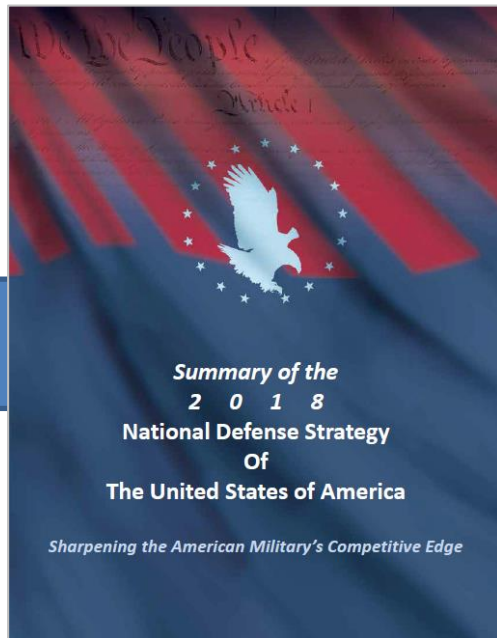
*"Small Business… The First Option"*

- **Guiding Documents**

- Department of the Navy Office of Small Business Programs **(DON OSBP)** Overview

- Being Procurement Ready

- Regional Small Business Performance and Spend

- Resources and Assistance

*https://www.secnav.navy.mil/smallbusiness*

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2

**Three Lines of Effort**
1. Lethality
2. Strengthen Alliances
3. Greater Performance and Affordability
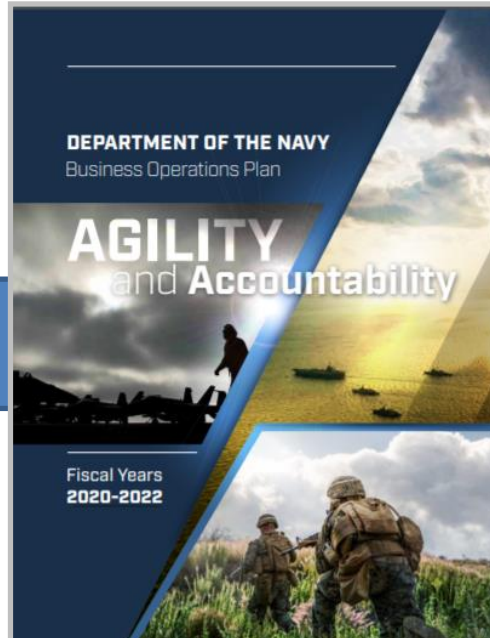
**Three Priorities**
1. People
2. Capabilities
3. Processes

**Three Focus Areas**
1. People
2. Capabilities
3. Processes

**Line of Effort 1**

**LOE #1**
Lethality and Readiness
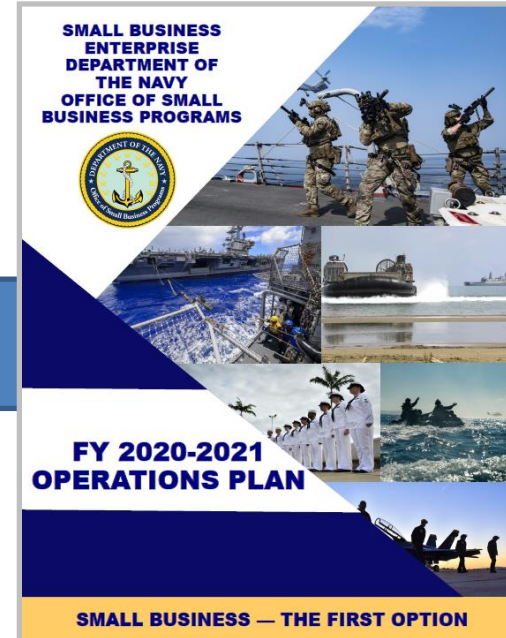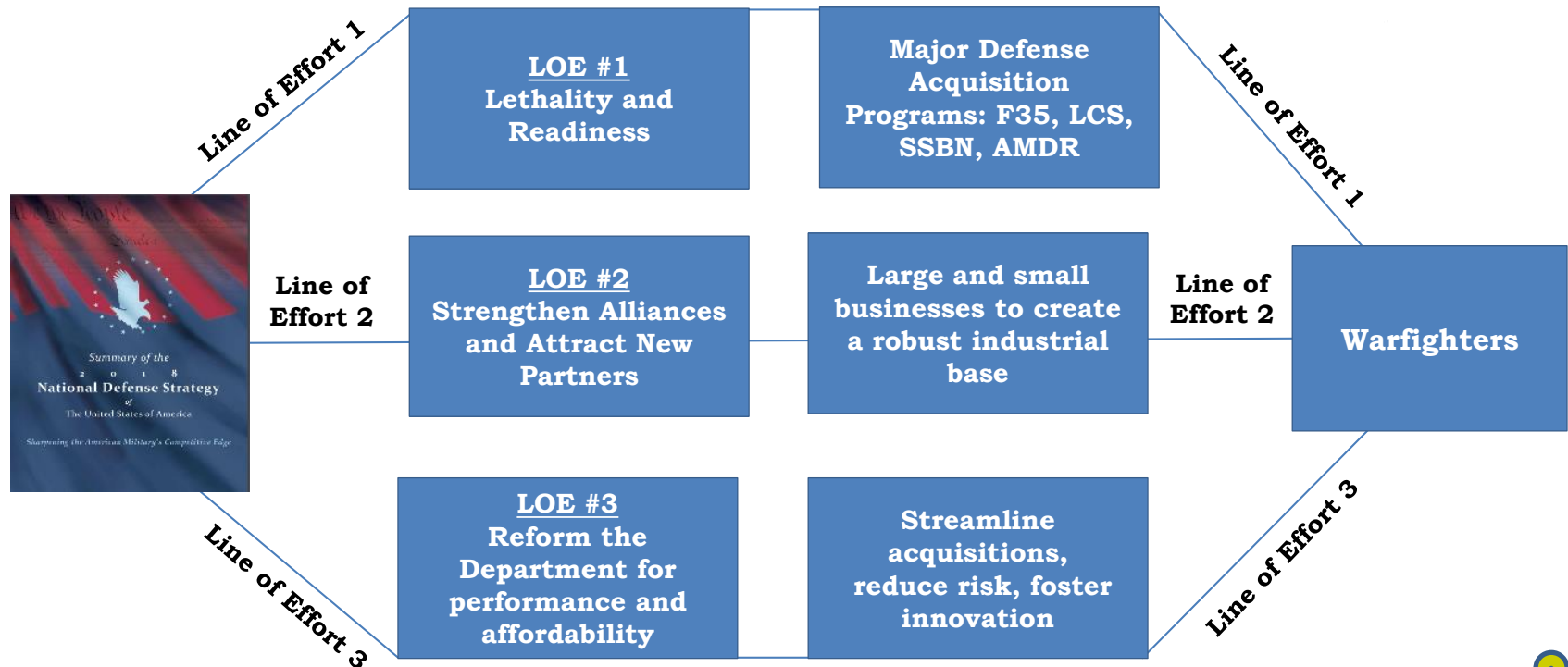
**Major Defense Acquisition Programs: F35, LCS, SSBN, AMDR**

**Line of Effort 1**

**Line of Effort 2**

**LOE #2**
Strengthen Alliances and Attract New Partners

**Large and small businesses to create a robust industrial base**

**Line of Effort 2**

**Warfighters**

**Line of Effort 3**

**LOE #3**
Reform the Department for performance and affordability

**Streamline acquisitions, reduce risk, foster innovation**

**Line of Effort 3**

Summary of the
**2018**
**National Defense Strategy**
of
The United States of America

Sharpening the American Military's Competitive Edge

**DoD contracting environment highly complex and barriers to entry continue to accrue
(i.e. CMMC, Category Management, etc.)**

- NDIA Vital Signs 2020 – The Health and Readiness of the Defense Industrial Base (DIB)
  - NDIA report graded the DIB a "C" grade.
- Small Business and the Office of Small Business Programs can decrease the gap in four specific areas:

| Gap | Mitigation Strategy |
|---|---|
| Innovation | Focus on SBIR (awards & research) demand signals |
| | Perform outreach with focus on transition of R&D projects |
| | Maximize the use of existing programs and authorities |
| Production Inputs | Monitor industrial workforce and identify trends to assist/counsel small businesses in procurement readiness |
| | Monitor demand signal and communicate to industry |
| Supply Chain | Assist with Market Research |
| | Identify and help break down barriers of entry |
| Political and Regulatory Conditions | Continue to enhance small business legislations |
| | Perform town halls, Congressional engagements, etc. |

- Guiding Documents

- **Department of the Navy Office of Small Business Programs (DON OSBP) Overview**

- Being Procurement Ready

- Regional Small Business Performance and Spend

- Resources and Assistance

# In the Business of Small Business Since 1951







> ➢ Small businesses deliver performance with agility and affordability. It is imperative that the DON identify small businesses, startups, and non-traditional suppliers to contribute to the DON's efforts to modernize key capabilities.

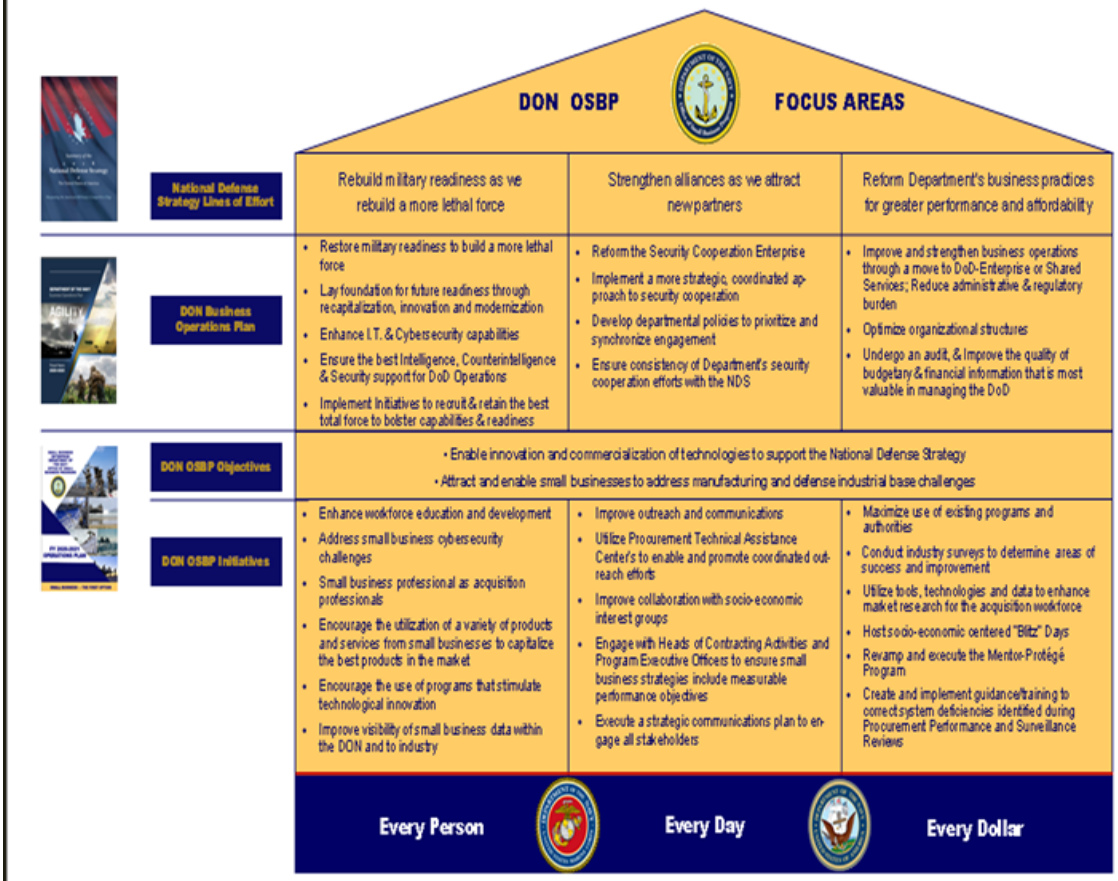**Vision**: Influence change and enhance a culture of small business inclusiveness across the DON.

**Mission**: Foster acquisition opportunities where small business can best support Sailors, Marines and their families through policy, advocacy, counseling and training.

**Strategy**: Promote a DON-wide culture that leverages small businesses as a strategic advantage.



DEPARTMENT OF THE NAVY (DON) OFFICE OF SMALL BUSINESS PROGRAMS (OSBP)
STRATEGIC ALIGNMENT

DON OSBP    FOCUS AREAS

| National Defense Strategy Lines of Effort | Rebuild military readiness as we rebuild a more lethal force | Strengthen alliances as we attract new partners | Reform Department's business practices for greater performance and affordability |
|---|---|---|---|
| DON Business Operations Plan | • Restore military readiness to build a more lethal force<br>• Lay foundation for future readiness through recapitalization, innovation and modernization<br>• Enhance I.T. & Cybersecurity capabilities<br>• Ensure the best Intelligence, Counterintelligence & Security support for DoD Operations<br>• Implement initiatives to recruit & retain the best total force to bolster capabilities & readiness | • Reform the Security Cooperation Enterprise<br>• Implement a more strategic, coordinated approach to security cooperation<br>• Develop departmental policies to prioritize and synchronize engagement<br>• Ensure consistency of Department's security cooperation efforts with the NDS | • Improve and strengthen business operations through a move to DoD-Enterprise or Shared Services; Reduce administrative & regulatory burden<br>• Optimize organizational structures<br>• Undergo an audit, & improve the quality of budgetary & financial information that is most valuable in managing the DoD |
| DON OSBP Objectives | • Enable innovation and commercialization of technologies to support the National Defense Strategy<br>• Attract and enable small businesses to address manufacturing and defense industrial base challenges | | |
| DON OSBP Initiatives | • Enhance workforce education and development<br>• Address small business cybersecurity challenges<br>• Small business professional as acquisition professionals<br>• Encourage the utilization of a variety of products and services from small businesses to capitalize the best products in the market<br>• Encourage the use of programs that stimulate technological innovation<br>• Improve visibility of small business data within the DON and to industry | • Improve outreach and communications<br>• Utilize Procurement Technical Assistance Center's to enable and promote coordinated outreach efforts<br>• Improve collaboration with socio-economic interest groups<br>• Engage with Heads of Contracting Activities and Program Executive Officers to ensure small business strategies include measurable performance objectives<br>• Execute a strategic communications plan to engage all stakeholders | • Maximize use of existing programs and authorities<br>• Conduct industry surveys to determine areas of success and improvement<br>• Utilize tools, technologies and data to enhance market research for the acquisition workforce<br>• Host socio-economic centered "Blitz" Days<br>• Revamp and execute the Mentor-Protégé Program<br>• Create and implement guidance/training to correct system deficiencies identified during Procurement Performance and Surveillance Reviews |

Every Person    Every Day    Every Dollar

*https://www.secnav.navy.mil/smallbusiness*

**U.S. Marine Corps Installations and Logistics**
www.iandl.marines.mil
(HQMCI&L) 703-604-3656

Ground Equipment

**Marine Corps Systems Command**
www.marcorsyscom.marines.mil
(MARCORSYSCOM) 703-432-3946

Ground Weapons and IT systems

**Naval Facilities Engineering Command**
www.navfac.navy.mil
(NAVFAC) 202-685-9129

Construction and Facilities

**Strategic Systems Programs (SSP)**
www.ssp.navy.mil
202-433-7857

Strategic Weapons Systems (missile Systems)

**Naval Supply Systems Command**
www.navsup.navy.mil
(NAVSUP) 717-605-1663

Majority of Navy Buys, Services, material, logistics, maritime, aviation spares, etc.

# Buying Commands cont'd

**Military Sealift Command (MSC)**
www.msc.navy.mil/business
757-443-1435

Ocean transportation

**Naval Air Systems Command**
www.navair.navy.mil/osbp
(NAVAIR) 301-757-9044

Aviation

**Naval Information Warfare Systems Command (NAVWAR)**
www.public.navy.mil/navwar
858-537-0305

Information Technology/ Communications

**Office of Naval Research (ONR)**
www.onr.navy.mil
703-696-6994

Research and Development (SBIR)

**Naval Sea Systems Command (NAVSEA)**
www.navsea.navy.mil
202-781-2061

Shipbuilding

*https://www.secnav.navy.mil/smallbusiness*

10

# Agenda

- National Defense Strategy

- Department of the Navy Office of Small Business Programs (DON OSBP) Overview

- **Being Procurement Ready**

- Regional Small Business Performance and Spend

- Resources and Assistance

# Know Your Niche

➢ **Research the Navy or Marine Corps Buying Command**

- Websites and Social Media Pages

- Explore "Doing Business With" on DON OSBP website

- Long Range Acquisition Forecasts (LRAF) on Command's website

- Command Specific Awarded Indefinite Delivery Indefinite Quantities (IDIQ) and Multiple Award Contract (MAC)

- Participate in command Outreach, Industry Days, and Industry Events

*https://www.secnav.navy.mil/smallbusiness*

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12

➢ **Know how to use the Government Point of Entry and Data Reporting Sites**

- Federal Contract Opportunities [beta.SAM.gov](beta.SAM.gov)

- Navy Electronic Commerce On-line (NECO) [www.neco.navy.mil](www.neco.navy.mil)

- Federal Procurement Data System (FPDS) – Next Generation [www.fpds.gov](www.fpds.gov)

## [www.sba.gov](http://www.sba.gov)

➢ SBA offers and teams with local partners to counsel, mentor, and train small businesses, entrepreneurs, and innovative suppliers



**Free business counseling**

**SBA guaranteed business loans**

**Home & business disaster loans**

**Federal government contracting**

➢ Website has links to District and Regional Offices as well as local resources
- Mentorship by Service Corps of Retired Executives (SCORE)
- Small Business Development Centers (SBDC)
- Women's Business Centers (WBCs)
- U.S. Export Assistance Centers
- Veterans Business Outreach Centers (VBOCs)

*https://www.secnav.navy.mil/smallbusiness*

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# Procurement Technical Assistance Center (PTAC)

## https://www.nmptac.org/

The New Mexico Procurement Technical Assistance Center (NMPTAC) is a state-wide, government funded program which provides assistance to small businesses who want to sell their goods or services to governments, educational institutions, or tribal entities. NMPTAC's lead center is located at the Santa Fe Community College and it has offices around the state located at the Higher Education Center in Santa Fe, CNM's Workforce Training Center in Albuquerque, the Albuquerque Hispano Chamber of Commerce, the Clovis Community College in Clovis and at New Mexico State University in Las Cruces.

Visit https://www.aptac-us.org/ for more information about the PTAC Program.

*https://www.secnav.navy.mil/smallbusiness*

## https://beta.sam.gov

➢ **System for Award Management (SAM)**

- To be eligible for traditional contract awards, businesses must be registered in beta.SAM.gov



*https://www.secnav.navy.mil/smallbusiness*

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- National Defense Strategy

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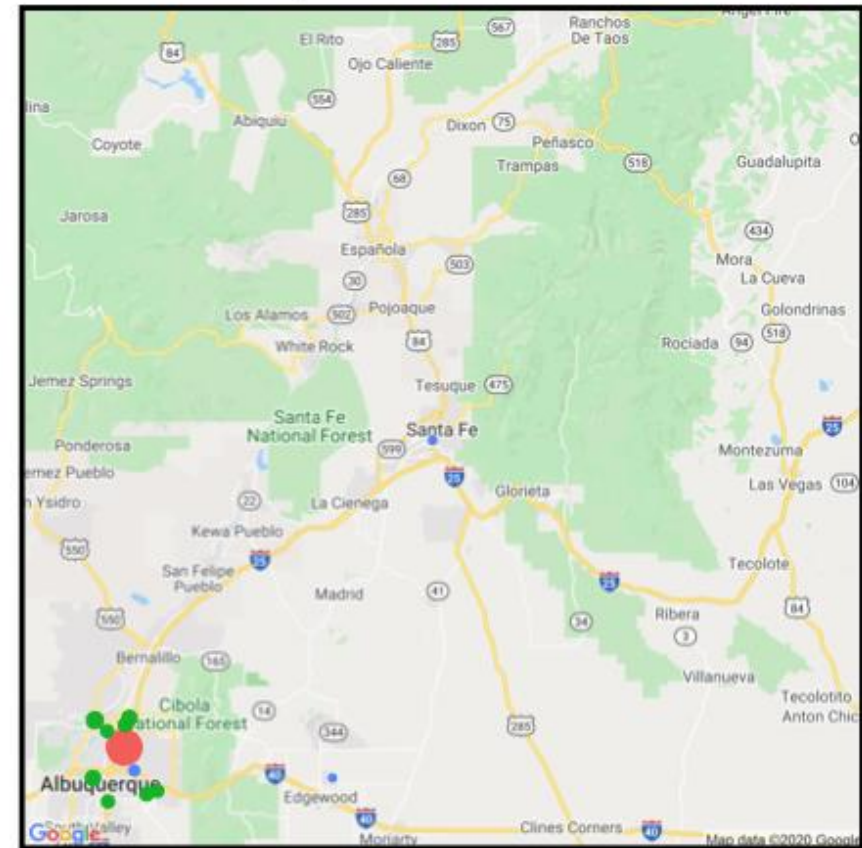
- Resources and Assistance

# FY20 Small Business Performance – New Mexico

Vendors Headquartered within 100 miles of Santa Fe, NM accounted for:

- FY20 Total Prime Contract Awards: **$31.74M**

- FY20 Small Business Prime Contract Awards: **$31.54M**

- FY20 SB Percentage: **99.35%**



FY20 Department of Navy - Santa Fe Small Business: $31.54M
Vendor Headquartered within 100 Miles of Santa Fe

FY20 Data Source: Non-Validated FPDS-NG Data as of 01 October 2020

● $500K-$1M   ● $1M-$5M   ● $10M-$20M

| Fiscal Year 2020 – Santa Fe, NM Headquartered Top 10 Overall NAICS* | | | |
|---|---|---|---|
| NAICS | Description | Spend | % of Santa Fe, NM Spend |
| 541519 | OTHER COMPUTER RELATED SERVICES | $16,407,403 | 51.68% |
| 541715 | RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY) | $5,970,931 | 18.81% |
| 541712 | RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY) | $2,264,537 | 7.13% |
| 334511 | SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING | $2,206,758 | 6.95% |
| 334515 | INSTRUMENT MANUFACTURING FOR MEASURING AND TESTING ELECTRICITY AND ELECTRICAL SIGNALS | $1,489,633 | 4.69% |
| 334111 | ELECTRONIC COMPUTER MANUFACTURING | $1,407,840 | 4.43% |
| 561612 | SECURITY GUARDS AND PATROL SERVICES | $1,234,621 | 3.89% |
| 493110 | GENERAL WAREHOUSING AND STORAGE | $1,036,809 | 3.27% |
| 333924 | INDUSTRIAL TRUCK, TRACTOR, TRAILER, AND STACKER MACHINERY MANUFACTURING | $925,344 | 2.91% |
| 611310 | COLLEGES, UNIVERSITIES, AND PROFESSIONAL SCHOOLS | $703,042 | 2.21% |

*Data is non-validated for full Fiscal Year 2020 as of 01 October 2020 for vendors headquartered within 100 miles of Santa Fe, New Mexico*

*https://www.secnav.navy.mil/smallbusiness*

# Top Small Business NAICS – Santa Fe, NM

| NAICS | Description | SB Spend | % of Santa Fe, NM SB Spend |
|---|---|---|---|
| **Fiscal Year 2020 – Santa Fe, NM Headquartered Top 10 Small Business NAICS\*** | | | |
| 541519 | OTHER COMPUTER RELATED SERVICES | $16,392,653 | 51.97% |
| 541715 | RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY) | $3,430,521 | 10.88% |
| 334511 | SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING | $2,206,758 | 7.00% |
| 334111 | ELECTRONIC COMPUTER MANUFACTURING | $1,407,840 | 4.46% |
| 334515 | INSTRUMENT MANUFACTURING FOR MEASURING AND TESTING ELECTRICITY AND ELECTRICAL SIGNALS | $1,248,000 | 3.96% |
| 561612 | SECURITY GUARDS AND PATROL SERVICES | $1,234,621 | 3.91% |
| 493110 | GENERAL WAREHOUSING AND STORAGE | $1,036,809 | 3.29% |
| 333924 | INDUSTRIAL TRUCK, TRACTOR, TRAILER, AND STACKER MACHINERY MANUFACTURING | $925,344 | 2.93% |
| 541330 | ENGINEERING SERVICES | $906,136 | 2.87% |
| 541712 | RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY) | $616,168 | 1.95% |
| | | | |
| ***Indicates is also Top 10 Overall NAICS*** | | | |

*\*Data is non-validated for full Fiscal Year 2020 as of 01 October 2020 for vendors headquartered within 100 miles of Santa Fe, New Mexico*

| Fiscal Year 2020 – Santa Fe, NM Headquartered Top 10 Vendors* | | | |
|---|---|---|---|
| **DUNS** | **Vendor** | **Total Santa Fe, NM Awards** | **% of Santa Fe, NM Awards** |
| 876868563 | WESTWIND COMPUTER PRODUCTS, INC. | $16,112,656 | 50.75% |
| 097967608 | APPLIED RESEARCH ASSOCIATES, INC. | $5,930,444 | 18.68% |
| 102748287 | SENSPEX INCORPORATED | $2,206,758 | 6.95% |
| 829063734 | ABBA TECHNOLOGIES, INC. | $1,664,811 | 5.24% |
| 185739427 | VOX OPTIMA, LLC | $1,657,332 | 5.22% |
| 613718980 | FIORE INDUSTRIES INC. | $1,476,254 | 4.65% |
| 035705284 | THUNDER SCIENTIFIC CORPORATION | $1,282,788 | 4.04% |
| 176086952 | TAU TECHNOLOGIES LLC | $1,049,625 | 3.31% |
| 625405191 | BURGOS GROUP LLC | $1,036,809 | 3.27% |
| 081475873 | A-TECH CORPORATION | $1,017,481 | 3.20% |

*Data is non-validated for full Fiscal Year 2020 as of 01 October 2020 for vendors headquartered within 100 miles of Santa Fe, New Mexico

https://www.secnav.navy.mil/smallbusiness

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21

| Fiscal Year 2020 – Santa Fe, NM Headquartered Top 10 Small Business Vendors* | | | |
|---|---|---|---|
| **DUNS** | **Vendor** | **SB Santa Fe, NM Awards** | **% of Santa Fe, NM SB Awards** |
| 876868563 | WESTWIND COMPUTER PRODUCTS, INC. | $16,112,656 | 51.08% |
| 102748287 | SENSPEX INCORPORATED | $2,206,758 | 7.00% |
| 829063734 | ABBA TECHNOLOGIES, INC. | $1,664,811 | 5.28% |
| 185739427 | VOX OPTIMA, LLC | $1,657,332 | 5.25% |
| 035705284 | THUNDER SCIENTIFIC CORPORATION | $1,271,800 | 4.03% |
| 613718980 | FIORE INDUSTRIES INC. | $1,234,621 | 3.91% |
| 176086952 | TAU TECHNOLOGIES LLC | $1,049,625 | 3.33% |
| 625405191 | BURGOS GROUP LLC | $1,036,809 | 3.29% |
| 081475873 | A-TECH CORPORATION | $1,017,481 | 3.23% |
| 364127980 | MOUNTAIN VISTA SYSTEM SOLUTIONS LLC | $925,344 | 2.93% |
| | | | |
| *Indicates is also Top 10 Overall Vendor* | | | |

*\*Data is non-validated for full Fiscal Year 2020 as of 01 October 2020 for vendors headquartered within 100 miles of Santa Fe, New Mexico*

*https://www.secnav.navy.mil/smallbusiness*

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22

# Agenda

- National Defense Strategy

- Department of the Navy Office of Small Business Programs (DON OSBP) Overview

- Being Procurement Ready

- Regional Small Business Performance and Spend

- **Resources and Assistance**

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# DON OSBP

https://www.secnav.navy.mil/smallbusiness

24
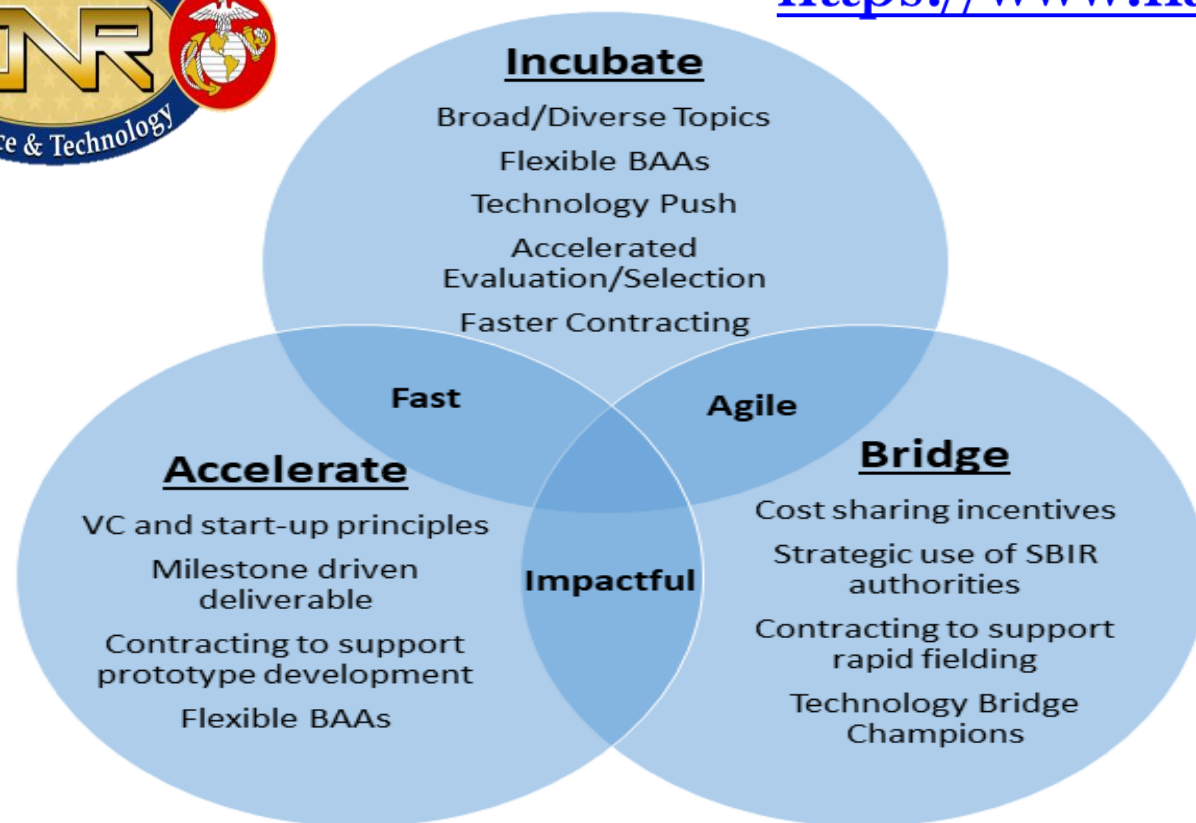
# Increase Greater Returns from the SBIR/STTR Program

## Department of the Navy Office of Small Business Programs

https://www.navysbir.com

https://www.navysbirsearch.com

### Incubate

Broad/Diverse Topics

Flexible BAAs

Technology Push

Accelerated Evaluation/Selection

Faster Contracting

**Fast**

**Agile**

### Accelerate

VC and start-up principles

Milestone driven deliverable

Contracting to support prototype development

Flexible BAAs

**Impactful**

### Bridge

Cost sharing incentives

Strategic use of SBIR authorities

Contracting to support rapid fielding

Technology Bridge Champions

**DON SBIR/STTR Phase III Guidebook Ver 2 March 2020**

https://www.secnav.navy.mil/smallbusiness

https://www.disa.mil/About/CTO/CRADA-Process-Overview

## ➤ Overview:

- Authority: Title 15 U.S.C. §3710a - Allows R&D collaboration between Navy and one or more non-federal partners, with mutual research interest, to speed the commercialization of federally developed technologies

- **NOT** a procurement contract or grant

- Provides the means to offer intellectual property **(IP)** rights and other federal resources that would otherwise not be available to a non-federal partner
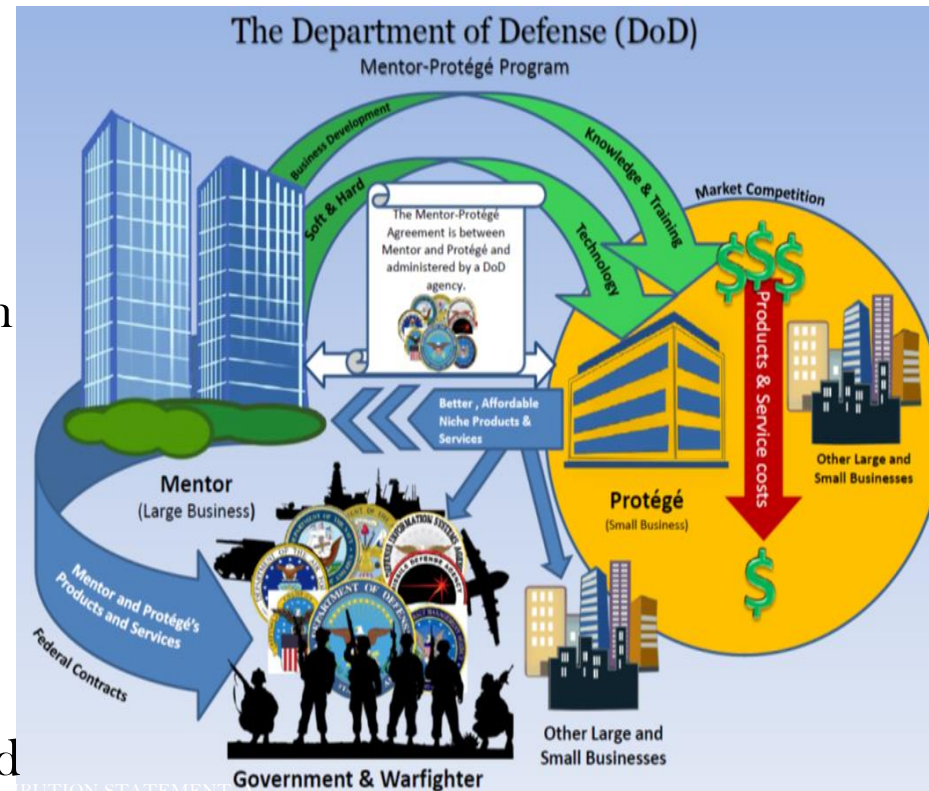
https://www.secnav.navy.mil/smallbusiness/Pages/mentor-protege.aspx

➢ **Purpose:** Provide incentives for DoD contractors to assist small businesses in:

- Enhancing business development and technology capabilities;
- Increasing subcontracting participation in government & commercial contracts;
- Positioning small businesses for prime contracting opportunities;
- Increasing protégé firm's technical and business infrastructure capabilities; and,
- Increasing the Small Business Industrial Base, Increasing competitive markets and Increasing utilization of Nontraditional & commercial companies.



The Department of Defense (DoD) Mentor-Protégé Program

# Leveraging DON Innovation Centers

https://www.secnav.navy.mil/agility



## NAVAL_X

### Current Locations

| | |
|---|---|
| Capital | National Capital Region |
| Central Coast | Monterey, CA |
| Central Florida | Orlando, FL |
| Inland Empire | Norco, CA |
| Mid-Atlantic | Norfolk, VA |
| Midwest | Crane, IN |
| Northeast | Newport, RI |
| Northwest | Keyport, WA |
| Palmetto | Charleston, SC |
| SoCal | San Diego, CA |
| Southern Maryland | Patuxent River, MD |
| Ventura | Ventura, CA |

NavalX serves as the Department of Navy workforce "super-connector," focused on scaling non-traditional agility methods across the DON workforce.
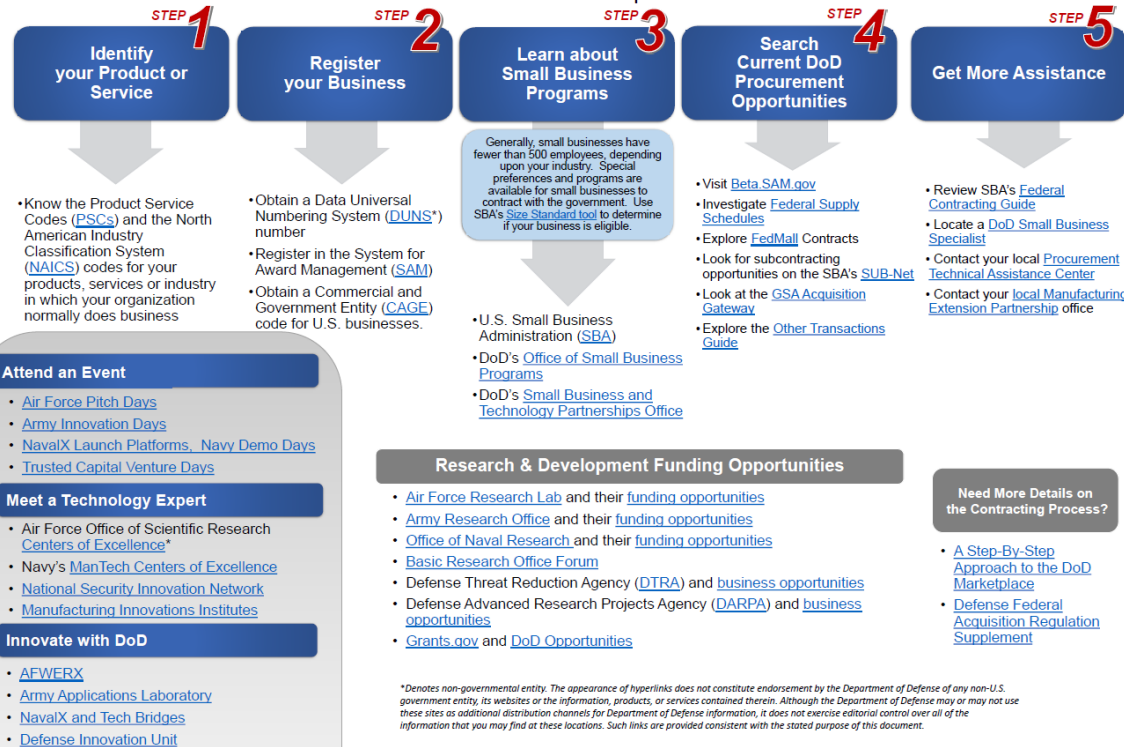
28

## https://www.dau.edu

> # Classes and Training for Contractors

### Doing Business with the Department of Defense
### A Toolkit for Defense Acquisition

**STEP 1 — Identify your Product or Service**

- Know the Product Service Codes (PSCs) and the North American Industry Classification System (NAICS) codes for your products, services or industry in which your organization normally does business

**STEP 2 — Register your Business**

- Obtain a Data Universal Numbering System (DUNS*) number
- Register in the System for Award Management (SAM)
- Obtain a Commercial and Government Entity (CAGE) code for U.S. businesses.

**STEP 3 — Learn about Small Business Programs**

Generally, small businesses have fewer than 500 employees, depending upon your industry. Special preferences and programs are available for small businesses to contract with the government. Use SBA's Size Standard tool to determine if your business is eligible.

- U.S. Small Business Administration (SBA)
- DoD's Office of Small Business Programs
- DoD's Small Business and Technology Partnerships Office

**STEP 4 — Search Current DoD Procurement Opportunities**

- Visit Beta.SAM.gov
- Investigate Federal Supply Schedules
- Explore FedMall Contracts
- Look for subcontracting opportunities on the SBA's SUB-Net
- Look at the GSA Acquisition Gateway
- Explore the Other Transactions Guide

**STEP 5 — Get More Assistance**

- Review SBA's Federal Contracting Guide
- Locate a DoD Small Business Specialist
- Contact your local Procurement Technical Assistance Center
- Contact your local Manufacturing Extension Partnership office

**Attend an Event**
- Air Force Pitch Days
- Army Innovation Days
- NavalX Launch Platforms, Navy Demo Days
- Trusted Capital Venture Days

**Meet a Technology Expert**
- Air Force Office of Scientific Research Centers of Excellence*
- Navy's ManTech Centers of Excellence
- National Security Innovation Network
- Manufacturing Innovations Institutes

**Innovate with DoD**
- AFWERX
- Army Applications Laboratory
- NavalX and Tech Bridges
- Defense Innovation Unit

**Research & Development Funding Opportunities**
- Air Force Research Lab and their funding opportunities
- Army Research Office and their funding opportunities
- Office of Naval Research and their funding opportunities
- Basic Research Office Forum
- Defense Threat Reduction Agency (DTRA) and business opportunities
- Defense Advanced Research Projects Agency (DARPA) and business opportunities
- Grants.gov and DoD Opportunities

**Need More Details on the Contracting Process?**
- A Step-By-Step Approach to the DoD Marketplace
- Defense Federal Acquisition Regulation Supplement

*Denotes non-governmental entity. The appearance of hyperlinks does not constitute endorsement by the Department of Defense of any non-U.S. government entity, its websites or the information, products, or services contained therein. Although the Department of Defense may or may not use these sites as additional distribution channels for Department of Defense information, it does not exercise editorial control over all of the information that you may find at these locations. Such links are provided consistent with the stated purpose of this document.

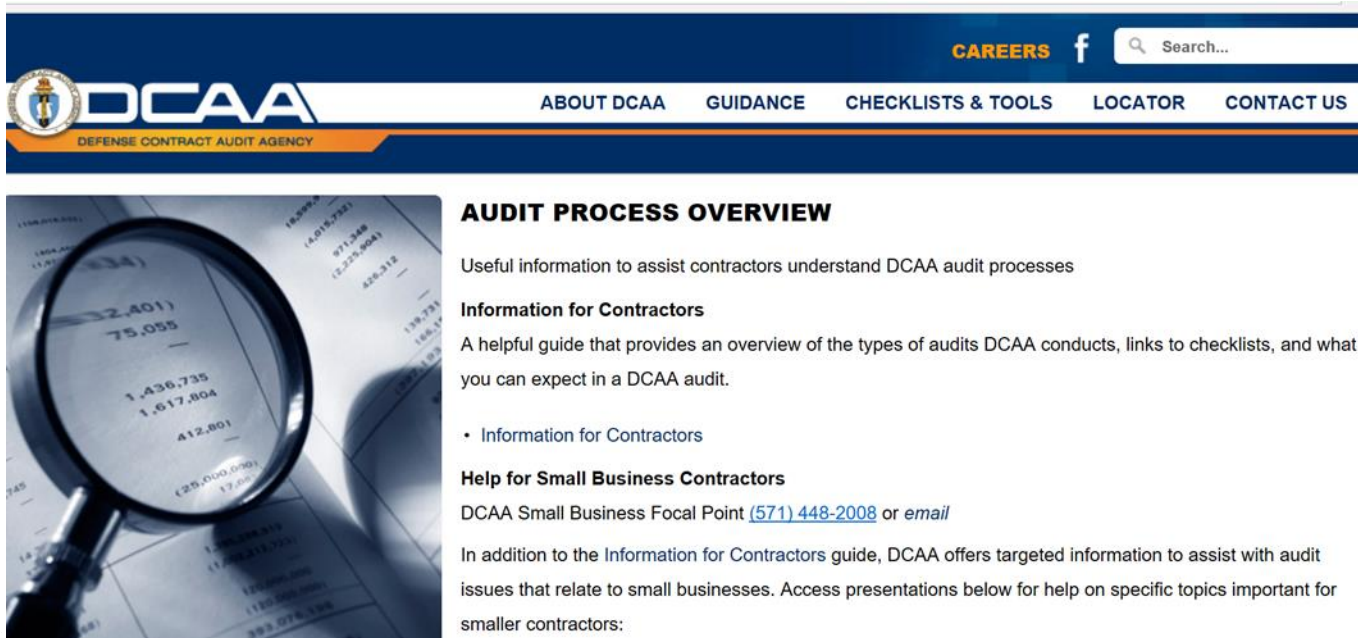**Defense Acquisition University**
7 hrs ·

Our online course enrollment system for defense industry personnel is now operational. We thank everyone for their patience. Also just a reminder, contractors are eligible to take our classes for FREE.

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[www.dcaa.mil](http://www.dcaa.mil)

➢ **Overview:**

- Help for Small Business Contractors
- Audit Issues that Relate to Small Businesses



**AUDIT PROCESS OVERVIEW**

Useful information to assist contractors understand DCAA audit processes

**Information for Contractors**

A helpful guide that provides an overview of the types of audits DCAA conducts, links to checklists, and what you can expect in a DCAA audit.

- Information for Contractors

**Help for Small Business Contractors**

DCAA Small Business Focal Point (571) 448-2008 or *email*

In addition to the Information for Contractors guide, DCAA offers targeted information to assist with audit issues that relate to small businesses. Access presentations below for help on specific topics important for smaller contractors:

## www.dss.mil

➤ **Overview:**

- Facility Security Clearance Level (FCL) Process Orientation DSS Knowledge Center 888-282-7682 (option 3) with any FCL related questions
- Personnel Security Clearance Information
- Facility Clearance Checklist
- Facility Clearance Process FAQs
- FCL Orientation Handbook
- National Industrial Security Program Operating Manual (NISPOM)
- Facility and Personnel Security Clearance Guide -- Tri-Fold

Visit DSS Center for Development of Security Excellence (CDSE) at: www.CDSE.edu for FREE training and resources
- Facility Security Officer toolkit
- Training videos

# DoD Procurement Tool Box

## https://dodprocurementtoolbox.com

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# Cybersecurity in DoD Acquisition Regulations

| Government Furnished Property ▾ | Unique ID ▾ | eBusiness ▾ | Purchase Card ▾ | Cybersecurity ▾ | P2P Capability Summaries |
|---|---|---|---|---|---|

Home » Cybersecurity

**Cybersecurity in DoD Acquisition Regulations**

- New
- Policy/Regulations
- FAQs
- Other Resources

## Cybersecurity in DoD Acquisition Regulations

The threats facing the DoD's unclassified information have dramatically increased as we provide more services online, digitally store data, and rely on contractors for a variety of information technology services. Recent high-profile incidents involving government information demand that information system security requirements are clearly, effectively, and consistently communicated to both government and industry.

The contents of this "Cybersecurity in Acquisition Regulations" page addresses the DoD's ongoing efforts —executed in partnership with industry — to improve the nation's cybersecurity. Specifically, it addresses DoD's effort to:

- Ensure that unclassified DoD information residing on or transiting through covered contractor networks or information systems is safeguarded from cyber incidents and that any consequences associated with loss of this information are assessed and minimized, and

- Understand when a cyber incident impacts a company's ability to provide operationally critical support to DoD.

The DoD needs to protect it's information – whether it resides on the Department's networks and systems, or on the networks and systems of our partners in industry – so that our capabilities are not exploited, misdirected, countered, or cloned. Protecting this information will save warfighter lives. The cyber threat is not going away – we must defend our networks and systems, and the information that resides on them. Cybersecurity is a shared challenge, and we must work together to address it and reduce risk.
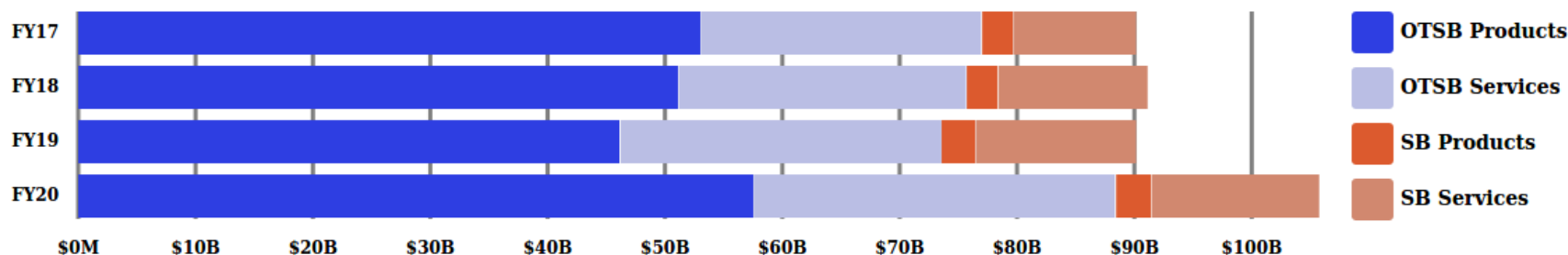
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33

# Department of the Navy

## Top Fiscal Year 2020 Year-to-Date Small Business Portfolio Group Spends

**$105.27B Total**

| $88.45B | $17.33B |
|---|---|
| Other Than SB | Small Business |

*Per NDAA 2019 Puerto Rican, Guam, N. Marianas Is, US VI based Small Business vendors and/or Local Area Set Aside Awards are "double credited" and accounted for $506.00M in additional FY20 SB awards.*

*COVID-19 Related awards accounted for $470.09M with $119.75M (25.47%) of those awards going to Small Business.*

Knowledge Based Services $3.79B

Facility Related Services $3.71B

Research and Development $1.79B

Equipment Related Services $1.74B

| 16.46 % | 6.02 % | 2.35 % | 2.69 % | 1.6 % |
|---|---|---|---|---|
| SB Goal: 15.61% | SDB Goal: 5.00% | SDVO Goal: 1.90% | WOSB Goal: 2.20% | HUBZone Goal: 0.90% |
| $17,330,262,380 | $6,334,308,533 | $2,478,763,863 | $2,831,185,494 | $1,679,436,947 |
| Small Business | Small Disadvantaged | Service-Disabled | Women Owned | HUBZone |

## Fiscal Year 2017, 2018, 2019, and FY20 Year-to-Date Prime Contract Awards through 30 September 2020



Legend:
- OTSB Products
- OTSB Services
- SB Products
- SB Services

**Historical Small Business Spend (in $B)**

- Small Disadvantaged: 2016 $5.21B, 2017 $4.91B, 2018 $5.78B, 2019 $5.92B, 2020 $6.33B
- Women Owned: 2016 $2.42B, 2017 $2.48B, 2018 $2.64B, 2019 $2.77B, 2020 $2.83B
- Service-Disabled Veteran: 2016 $1.92B, 2017 $2.06B, 2018 $2.37B, 2019 $2.40B, 2020 $2.48B
- HUBZone: 2016 $1.06B, 2017 $0.92B, 2018 $1.18B, 2019 $1.20B, 2020 $1.68B
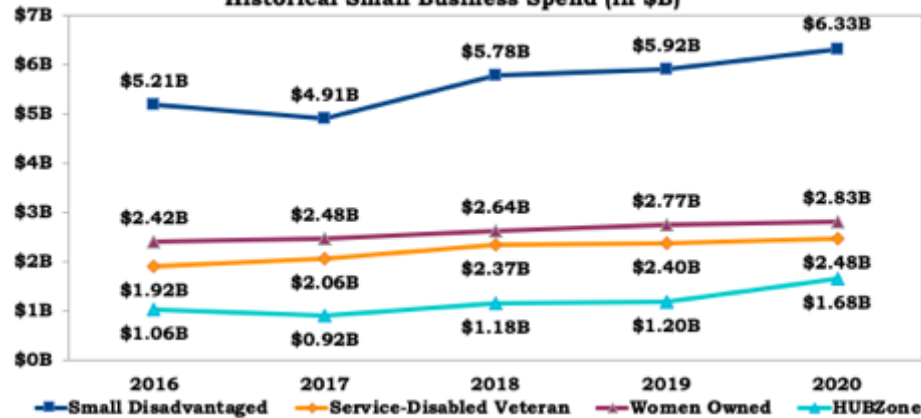
**Fiscal Year 2020 Top 5 Contractors* (in $B)**

- General Dynamics: $15.98B
- Lockheed Martin: $14.00B
- Huntington Ingalls: $7.67B
- Boeing Company: $4.19B
- Northrop Grumman: $3.53B
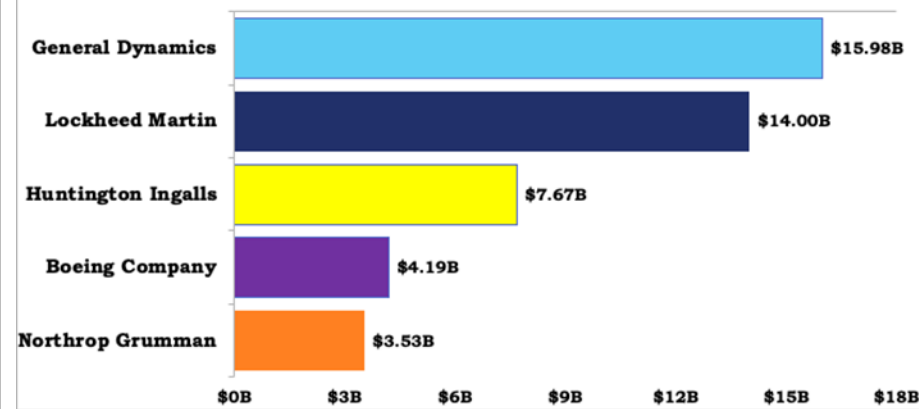
**Fiscal Year 2020 Top Overall Industries (in $B)**

- Aircraft, Ships/Subs & Land Vehicles: $39.57B
- Knowledge Based Services: $8.57B
- Equipment Related Services: $8.10B
- Electronic & Communication Equipment: $7.85B
- Research and Development: $7.80B
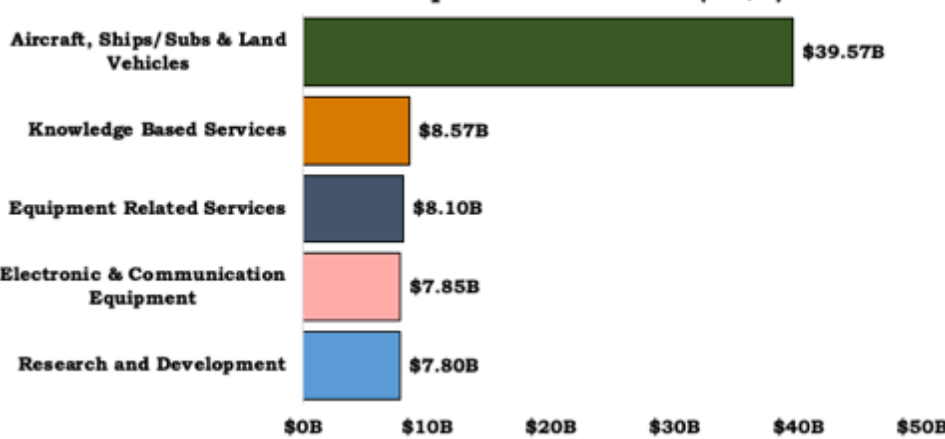
**FY20 Major Command Small Business Awards**

- HQMC,I&L: $0.4B
- MCSC: $0.5B
- MSC: $1.B
- NAVAIR: $2.7B
- NAVFAC: $4.6B
- NAVSEA: $3.9B
- NAVSUP: $1.6B
- ONR: $0.6B
- NAVWAR: $1.9B
- SSP: $0.1B
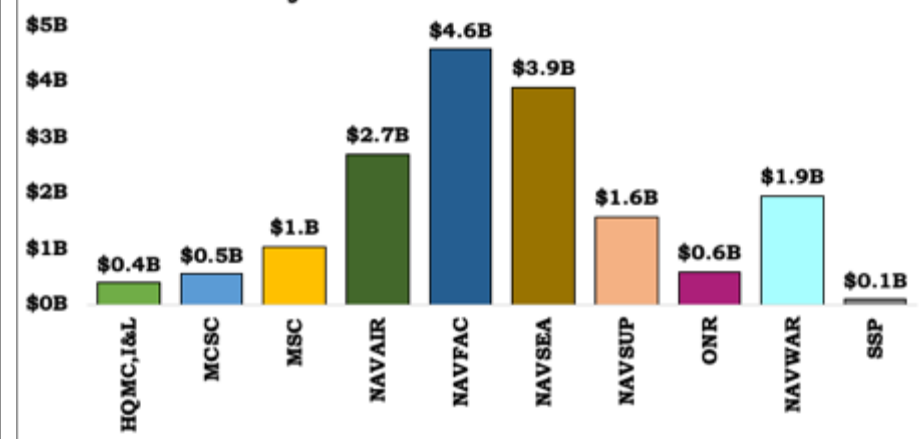
*Data Source: Non-Validated FPDS-NG Awarding Data as of 01 October 2020*

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# Total and Small Business FY17-FY20 Award Trends

**Navy Overall and Small Business**

| | FY17 | FY18 | FY19 | FY20 |
|---|---|---|---|---|
| Small Business $ | $13.2B | $15.4B | $16.6B | $17.3B |
| Other Than Small Business $ | $77.0B | $75.7B | $73.6B | $87.9B |
| Small Business % | 14.65% | 16.91% | 18.49% | 16.46% |
| Small Business Goal % | 15.00% | 14.00% | 14.00% | 15.61% |

Legend: Small Business $ — Other Than Small Business $ — Small Business % — Small Business Goal %
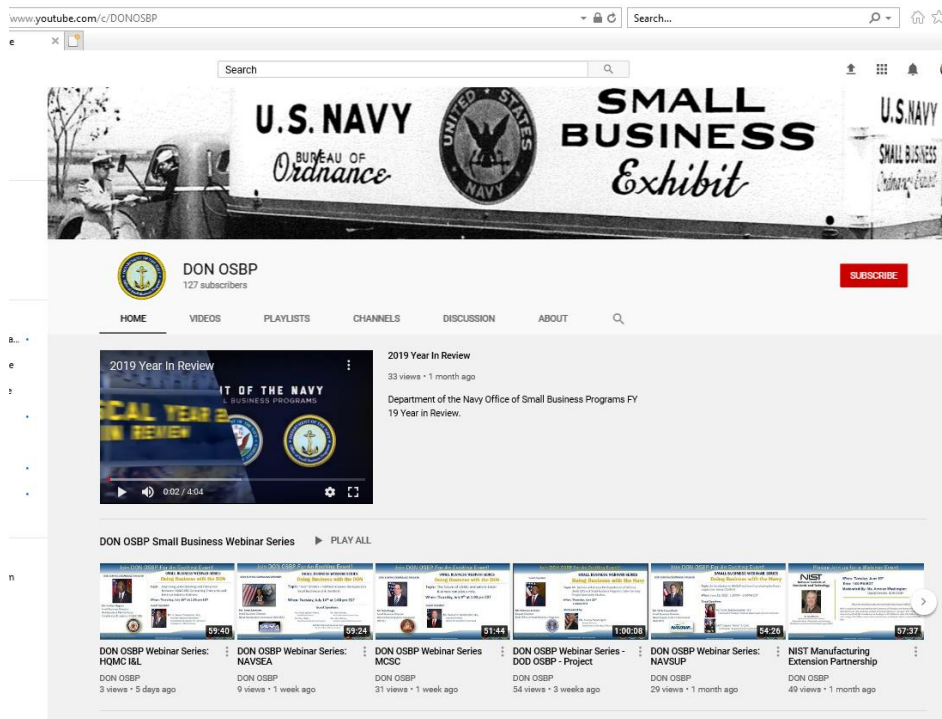
*Data for FY17, FY18, and FY19 are all from SBA validated datasets, FY20 data is non-validated as of 01 OCT 2020; all data has had the SBA Small Business Goaling Exclusions applied*

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| NAVSUP | DOD OSBP – Project Spectrum |
| MCSC | NAVSEA |
| HQMC I&L | NAVWAR |
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| Office of Naval Research | Strategic Systems Command |
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# Back Up

41

# DON OSBP Year in Review (YIR)

## Can be viewed at:

https://www.secnav.navy.mil/smallbusiness/Pages/FY19-Year-in-Review.aspx